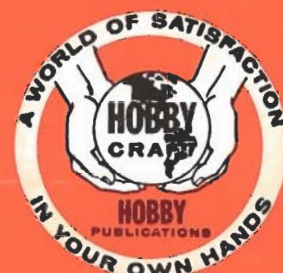


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Command Study

By Rick Mataka, Special Projects Editor



THE convention season has begun for the Wargame, Boardgame and Military Miniature Industry. This is the time for the year ranging from March to September when most of the major conventions are held. Profitably speaking, it is a successful time for the manufacturers and retailers who attend these get-togethers. They are scattered all over the U.S. and take place mostly on college campuses. There are a few major conventions and a number of smaller minor ones. For the minor or local conventions, you should check in your local area.

There are a number of different ways in which to locate a convention being held in your area. The first method could be to check the Coming Events section of CM&HI. As we receive information about conventions, no matter what the size, it will be posted in this section of the magazine. If you happen to know of a convention in your area, send us the information. This way we can keep others in your area informed as to what is going on. We need this information at least two months in advance of the convention days.

It is also possible to check a number of the hobby magazines for this information. Many times ads appear promoting the convention. From this, you may find one that is being run in your local area.

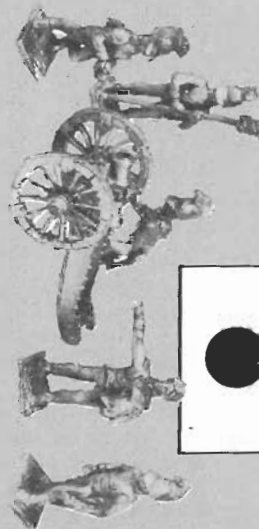
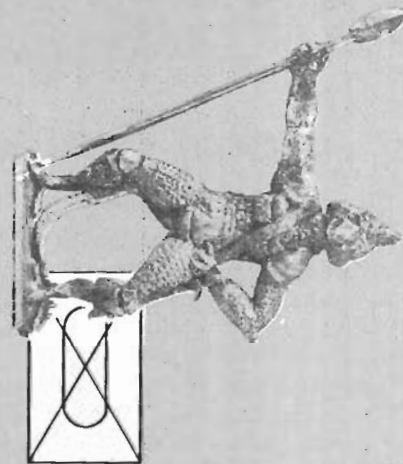
Another way is to check with the gaming clubs that are in your city or town. They are usually well informed as to what is going on and where. As a matter of fact, it could just be possible that the club you contact might be thinking of running its own convention. If this is so, and you already handle the products, you might think of setting up a

booth at the convention and selling your product line. This is an excellent way in which to generate new customers by letting the gamers know you handle the products they want.

If you are not sure of the clubs in your area there is a hobby publication that publishes this information on a monthly basis. The name of this magazine is Wargamer's Digest. At the end of each issue, there is a three or four page listing, with addresses, of clubs around the U.S., Canada and parts of Europe. It is a comprehensive listing and is updated as new information is received.

If you don't carry any of the products in this field, that still doesn't mean that you shouldn't attend a convention. After all, what better way to study a potential market than by observing its participants? At the larger conventions there are usually a number of manufacturers present. You should go over and introduce yourself as a retailer interested in handling some of his products. You can be assured that you will receive all of the information that you ask for and then some. You will see their colorful displays and the manner in which they merchandise the products. From all of this, you may begin to get some of your own ideas on how best to sell in your particular area.

Wargaming, Boardgaming and Military Miniatures can be a fascinating and enjoyable hobby. It can also be profitable for the retailer who promotes it in his area. The hobby is growing in leaps and bounds with new people becoming involved in it every day. These are the ones that you will be reaching. These are the ones that will continue coming back for more. ■



**WARGAMING · BOARDGAMING
& MILITARY MINIATURES**

The Compleat Strategist

A total center for gaming and military miniatures

By Mindy Henigsbluth

It's the last days of the battle. The outlook is bleak. The enemy is pushing forward. They've broken through your front lines, and are approaching the capital. The casualties are growing with every minute. Your men are starving. You'll have to surrender.

What can this be—the famous battle at Waterloo? The Germans marching against France? Nothing of the sort. It's a table, about the size of a ping-pong set, where two people are creating a battle with military miniatures. And it's all part of Wargaming—a hobby on the upsurge.

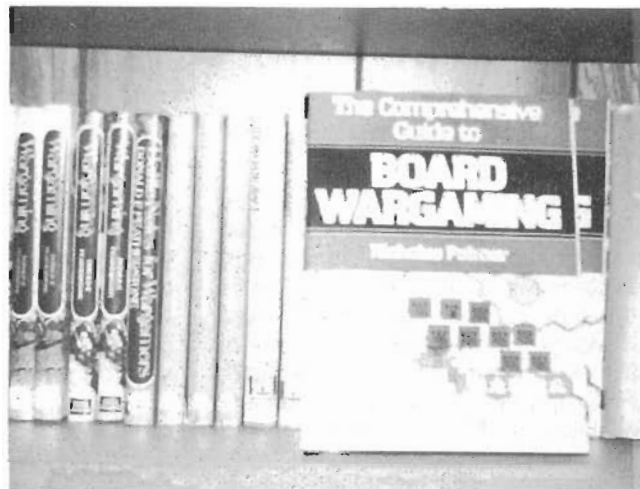
The Compleat Strategist, located at 11 East Thirty-third Street in Manhattan, specializes in this quickly growing field. Wargaming is "simulations of past or future battles and wars," as Mike Kilbert, the store's proprietor put it. It consists of two major aspects: games and miniatures.

Wargaming and boardgaming are played on maps, divided into hexagons, or game boards. This is the scene for your battles to be fought. Cardboard pieces are moved from spot to spot, marking off your troops' position.

Miniatures are the more visual portion of the hobby. Raw military miniatures are bought and must be painted and polished to make them look realistic. They are then laid out on huge tables, and the battle begins to rage. Special books provide the necessary information and rules to keep your wars "legal."

Mike and his brother Danny have owned this unique store for almost two years. It was bought by their father because he realized that wargaming was a growing industry. Mike says that "gaming on the whole is on the rise." He notes that business has increased recently because they are "getting more exposure," such as advertisements in wargaming magazines and a feature in "Time" Magazine. The extra business is also due to the increase in popularity of the hobby.

The Compleat Strategist is the only store of its type in New York City. They have, perhaps, the best selection of wargaming products in the country. As Mike put it, "Other



A good supply of books on gaming and military history are always on hand.

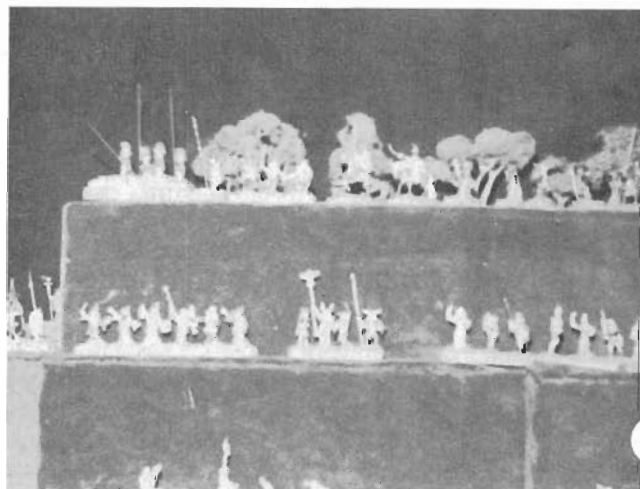
stores may carry one item, but we'll carry the whole line." They carry over a hundred lines, and because their inventory is so extensive, many of these are exclusive. In particular, they sell Ral Partha Miniatures exclusively.

In addition to selling boardgames, miniature soldiers, and a wide variety of military books, The Compleat Strategist offers seminars, a catalog, and a mailing list. They have a mail order department, as well as their retail store. Behind the store is a comfortable room, furnished with gaming tables. Mike and Danny invite people to come and play with their miniatures or boardgames in this uninterrupted atmosphere. This helps bring people into the store, and increases interest in the hobby.

Mike says that most of his customers are well educated males of any age; from small children to their grandfathers. He thinks that their interest stems from an interest in history and a sense of competition. After all, the hobby is educa-



Military miniatures are neatly displayed on a pegboard. This makes it easy for the customer to see the item and easy to keep track of stock.



A display of assembled and painted miniatures will show your customers what the products you stock can look like when completed.

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tional. The participants must understand the theories of battle, and have a knowledge of geography and past wars.

Mike remarks that the best selling items are whatever is the newest thing. "If we have a game here for more than six weeks, it's a dead title. People buy a game, play it, and get tired of it." Because of this they tend to stock heavily on an item when it is first introduced, and later on they stock just enough to have the item on hand.

He finds that the staff of this type of store should be knowledgeable. "It's not just a hobby store selling models and glue." They must have an active interest in it and be able to guide and advise the customers. He himself has four employees, on a full or part time basis.

The store itself is organized and orderly. Merchandise is arranged according to manufacturer. One wall display shows a selection of various boardgames. Facing them on the other side of the store are their unpainted military miniatures. In a glass showcase are finished miniatures, beautifully detailed and realistic looking. There may be a battalion of Civil War soldiers, Cavalry men, or Revolutionary War Patriots. They give the customer an incentive, seeing what the finished product of their hard work will be.

Wargaming is a hobby which for many is first opening its doors. The Compleat Strategist suits these beginning hobbyists as well as the experienced wargamer. It truly is a "complete" strategist. ■



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The MFCA 37th Annual Show

By Scot Bizar, Fantasy Games Unlimited

THE emphasis at this year's show demonstrated a return to the original goals of the sponsoring organization. The majority of dealers and all of the displays were oriented toward the miniature figure collector as opposed to the wargamer. In recent years, due to the incredible expansion of the wargaming hobby, there was a growing number of wargame oriented events and dealers. Through a conscious effort, this year's committee invited primarily collector's scale miniatures manufacturers to participate in the annual event.

The usual excellent display of painted figures and dioramas was up to all expectations and certainly makes this show worth attending for anyone interested in miniatures of any scale. The only difficulty was that photographing the exhibits was prohibited. This situation may not exist next year in that the committee hopes to make it possible to have a supervised period of time in which photographers can photograph these truly magnificent exhibits.

From a marketing point of view, we are most interested in the new releases of the major manufacturers at the show. In this area the most attention was certainly focused on the wargame oriented exhibitors. The smaller scale figure manufacturers were well represented with Miniature Figurines, Grenadier, Ral Partha, DragonTooth and Midge Miniatures all present. An unfortunate breakdown of the Heritage Models van kept their display from reaching the convention, much to the dismay of the principals of that company who had flown to Chester for the release of several new figure lines.

To go over the releases in order (alphabetical) we begin with Dragon Tooth. This exhibit by Tom Loback

General Artworks featured several new releases as additions to their popular range of fantasy warriors of amphibian descent. The imaginary wars between the Saurians and the Amphibians can now be fully fought on a tabletop, complete with main armies and auxiliary troops. In addition, DragonTooth also released an unbelievably beautiful new War Elephant, complete with a multi-towered castle on its back. The detail on this new casting has to be seen to be believed.

Grenadier created the most excitement with the release of two new major sets for their popular Wizards and Warriors range. They could not have had enough of these two new large sets to satisfy the throngs clamoring to purchase.

Though Heritage Models did not actually display we have learned that the major releases scheduled for the show were both aimed at the huge science fiction market in the miniatures and wargame field. These two new ranges were a Star Trek range and a range of figures for the Edgar Rice Burroughs' Martian stories. We have also been informed that rule booklets for wargamers on these subjects are soon to follow.

Miniature Figurines showed two major new ranges, both of which are huge and complete figure ranges. The first is now available and deals with the period of European colonial wars in Africa and Asia. The second range is a brand new range of fantasy figures which will be available for sale within the next several months. These fantasy figures were truly imaginative and well sculpted.

Ral Partha got the most attention from the addition of three new figures to their beautifully sculpted Fantasy Range. These included a terrific new

centaur and a highly detailed winged demon. Their other big success was a new range of science fiction figures with excellent detail. These figures are packed only four to a pack which makes them ideal for either role playing games or battle games in the science fiction area.

One of the collector scale companies, Superior, surprised everyone with the release of a huge miniature space ship. This casting showed excellent detail and should prove popular with collectors, science fiction fans, and wargamers.

There was only one of the "game" companies present at this year's show, apparently because many of these companies had not been invited this year as their attendance was expected at the June Wargame Convention, also in Chester. Fantasy Games Unlimited did have several new releases, three of which attracted attention. The first of these was the most visual, a set of cut-apart paper buildings for a fantasy/medieval town, entitled *Homes & Hovels*. Sales were also brisk on a two-dimensional castle pack for siege games called *Castle Plans*. The biggest attention grabber was a new science fiction role playing game, *Starships & Spacemen*, which has one of the most attractive covers of any wargame rule book yet in print.

All in all this was an excellent one day show. There was enough time to see all of the exhibits and all of the manufacturers. We would certainly recommend to retailers in the geographic area of Philadelphia that they make the effort to attend this convention next year and try to attend the popular wargame convention in Chester on June 24. ■

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MILITARY PRODUCT SHOWCASE

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A 75mm scale figure from the Sovereign range. This is SMF-4 and is a casting of a **Gaul Chieftain** from around the Roman period of history. Packaged in a box complete with painting instructions.



From the Sanderson range in 54mm is a fantasy scene. It is SS-1 and is known as the **Throne**. Cast in 13 pieces it assembles easily and can be painted in any manner desired. Packaged in a box.



The Sentence is #SSJ and is from the Sanderson fantasy range in 54 mm. Cast in 5 pieces and assembles easily. Packaged in a box. **See ad page 71.**

HERITAGE MODELS



From the Panzertroops range of 15mm figures is set #7033. It is an **Americans Weapons Group**. All are single piece castings that require no assembly. \$1.98 retail.



This **Unicorn** is from the fantasy range. It is a single piece casting that requires no assembly.



The Friends is set #1056 and is from the Fantastiques range of 25mm fantasy figures. There are 6 different castings to this personality set. Packaged in a bubble pack. \$3.98 retail. Heritage Models, Dept. CM, 9840 Monroe Dr., Dallas, TX 75220. **See ad page 73.**

TOM LOBACK ARTWORKS



25mm scale figures from the Amphibian

ARCHIVE MINIATURES



25mm scale figures from the Science Fantasy range. This is set #2017 and contains castings of **Space Dwarf Pirates**. Packaged in a plastic bag with 3 pieces to the set. \$2.29 retail.



#2020 is a **Galactic Centaur** in 25mm from the Science Fantasy range. Single piece casting that requires no assembly. Packaged in a plastic bag with 1 per pack. \$2.29 retail.



From the Science Fantasy range in 25mm are spacemen. This is set #2045 and is known as the **Texican Space Ranger Group**. Packaged in a plastic bag with 3 per pack. \$2.29 retail. Archive Miniatures, Dept. CM, 1111 S. Railroad Ave., San Mateo, CA 94402. **See ad page 72.**

bian range of fantasy castings. This is set GI-2 and is known as the **Mountain Giants**. A total of 7 pieces for the 2 castings and some assembly is required. Packaged in a plastic bag with 2 per pack. \$4.00 retail. Tom Loback General Artworks, Dept. CM, 150 W st., NY, NY 10001.

COULTER-BENNETT



From the Star Ship range by Superior are space ship castings. (From left to right) are Carnivorous ships CS-83 and CS-84. The **Panther** is a Stellar Cruiser with 2 per pack and the **Cheetah** is a Stellar Destroyer with 3 per pack. CS-83, \$4.95 retail and CS-84, \$3.95 retail.



25mm scale figures from the Star-Troopers series by Garrison. (From left to right) is ST-5 who is a **Humanoid Warrior** cast in 2 pieces, ST-6 an **Aracnid Warrior** that is a single piece casting and ST-7 who is a **Cyborg Warrior** cast in 2 pieces. Each set is packaged in a box with ST-6 having 4 per box and ST-5 and ST-7 with 10 per box.



(From left to right) is ST-9 who is the **Black Star Lord**, ST-10 who is the **White Knight** and ST-11 who is the **Young Hero**. From the StarTroopers range by Garrison in 25mm. All are single piece castings that require no assembly. Each set contains 10 and they are packaged in a box. Coulter-Bennett, Dept. CM, 12158 Hamlin St., North Hollywood, CA 91606. See ad page 71.

ARMORY MINOT



25mm scale figures from the fantasy range. This is #HAA and consists of castings of various **Super Heros**. Packaged in a plastic bag. 6 per pack.



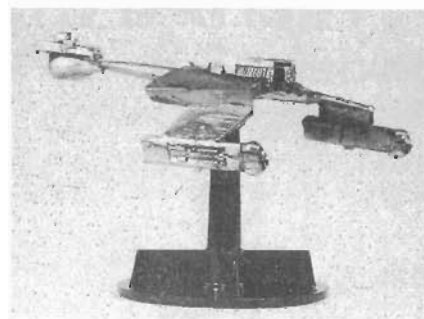
A Collectors figure in the 54mm scale from the Old West is a casting of a **Mountain Man**. Cast in 6 pieces and assembles easily. No painting instructions are needed as it can be painted as desired. Packaged in a plastic bag. Armory Minot Assoc., Dept. CM, Box 124, Garden City, NY 11530.

MONARCH MINIATURES



Collectors figures in the 54mm scale from the WWI era. A grouping of castings from M-56 to M-60, all of which can be used as British Infantry or Artillery Gunners from this period. M-56 is the 6" **Stokes Mortar** and is cast in 15 pieces. Each of the figures shown comes with 2 extra heads with different head gear. Cast in from 6 to 9 pieces and assemble easily. All come complete with painting instructions and are packaged in separate boxes. M-56 is a \$7.95 retail and M-57 to M-60 are \$3.95 retail each. Monarch Miniatures, Dept. CM, Box 4195, Long Island City, NY 11104.

ZOCCHI ASSOCIATES



This is a **Klingon K-Type Battle Cruiser** from the Star Fleet range. A single piece casting with a plastic stand. Assembly is easy. Packaged in a plastic bag. \$2.50 retail.

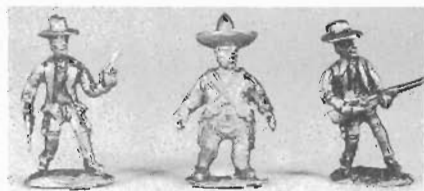


From the Cannon/Westwall range are **Building and Terrain Accessories** in the 1/300th scale. (From left to right) is #1109 which depicts a Large Ruined House and #1110 which is a Row of Terrace Houses. Both are single piece castings and are packaged in a plastic bag. #1109 is a 60¢ retail and #1110 is a \$1.30 retail.



(From left to right) is AO-1 which is a **PZKw. IV F1** and AO-2 which is a **PZKw. IV F2**. From the Eisenwerk range in the 1/295th scale. Both are cast in 2 pieces and some assembly is required. Each set is packaged in a plastic bag with 5 per pack. \$2.25 retail. Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. See ad page 78.

McEWAN MINIATURES



OW-1d is a **Gunfighter** with 2 pistols, OW-2 is **Bad Poncho** and OW-1b is a **Gunfighter** with a shotgun from the Old West range in 25mm. They are all single piece castings. Each figure is a 35¢ retail. McEwan Miniatures, Dept. CM, 840 W 17th So, Salt Lake City, UT 84104. See ad page 78.

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SERIES 77



Kits in the 77mm scale cast in tin/lead. Casting is of **Drum Major George Aldridge** at the coronation in 1952. Cast in 6 pieces, assembly required. Packaged in box, complete with painting instructions. \$9.95 retail.



Another 77mm scale kit cast in tin/lead. This casting is of **Sombra, the Shadow Spirit** who was an Apache Warrior in 1884. Cast in 4 pieces, assembly required. Packaged in box, complete with painting instructions. \$9.95 retail. Series 77, Dept. CM, Box 1141, Canoga Park, CA 91304.

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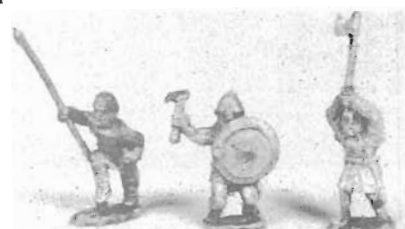
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JOHANSEN MINIATURES



Warlord, Warriors of the Dark Ages range in the 20mm scale cast in tin/lead. From left to right #J2202 is a **Viking Heavy Swordsman**, #J2205 is a **Viking Light Swordsman** and #J2204 is a **Light Spearman**. Single piece castings; no assembly required. Packaged in plastic bag with 10 per pack. \$2.00 retail each.



More Warlord, Warriors of the Dark Ages figures in the 20mm scale cast in tin/lead. From left to right is #J2210 who is a **Heavy Axeman**, #2209 a **Heavy Battle Axeman** and #J2214 who is a **Crossman** all from the Norman army. Single piece castings that require no assembly. Packaged in a plastic bag with 10 per pack. \$2.00 retail each.

BIVOUAC MINIATURES



More wounded soldiers in the 1/35th scale from the WWII period. (From left to right) is a **U.S. Infantryman** and a **Japanese Infantryman**. Both are single piece castings that require no assembly. Each is packaged in a plastic bag.



In the 90mm scale cast in tin/lead (from left to right) is a **Cowboy** of the 1800's, cast in 2 pieces and a personality figure of **General Sherman** from the American Civil War cast in 2 pieces. Both assemble easily and are packaged in a box. Cowboy is \$12.50 retail and **Sherman** is \$10.95 retail. Bivouac Miniatures, Dept. CM, Box 12522, Kansas City, MO 64116.

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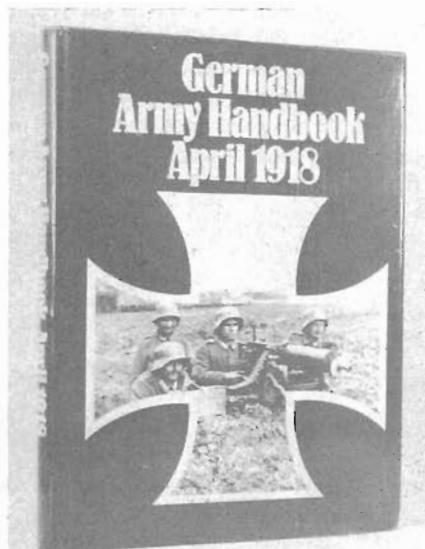
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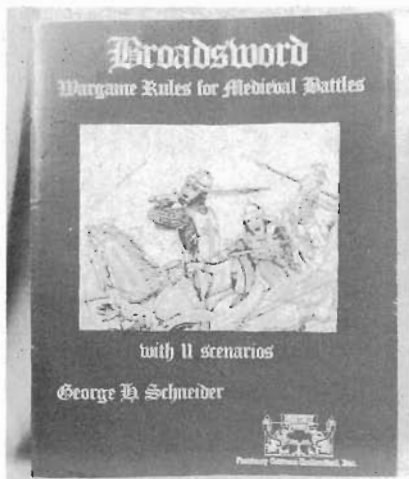
WARGAMING SHOWCASE

HIPPOCRENE BOOKS



German Army Handbook, April 1918 is a comprehensive official document that was written by British Intelligence during the later stages of World War I. It contains many diagrams, tables and maps illustrating the Command and Organizational distribution of the Army. Highly detailed book with a large amount of statistical information provided. There is a growing interest in WWI and this book fills a large void. \$12.50 retail.

FANTASY GAMES UNLIMITED

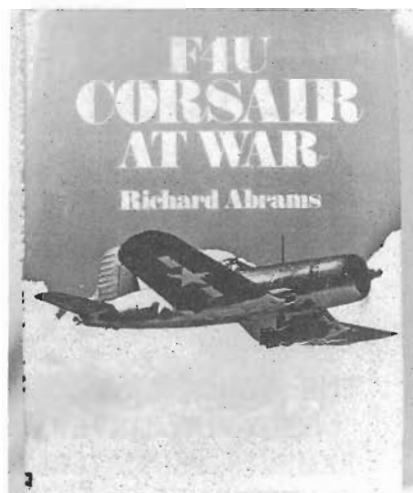


Broadsword is a set of miniature rules for the recreation of Medieval battles. Simple in concept and offers a highly playable game without unneeded complications. Can be recommended for a beginner as they are well written and contain many examples of play. \$4.50 retail. Fantasy Games Unlimited, Dept. CM, Box 182, Roslyn, NY 11576. See ad page 72.

CHARLES SCRIBNERS



Arnhem 1944 is a detailed look at the battle code named Operation Market-garden. Shows how the British high command did not consider all possibilities and how this led to the missions failure. There are many photos and maps with the written material illustrating the action and troop movement that took place. An excellent book for the wargamer or historian looking for a detailed account of this military Operation. \$12.95 retail.

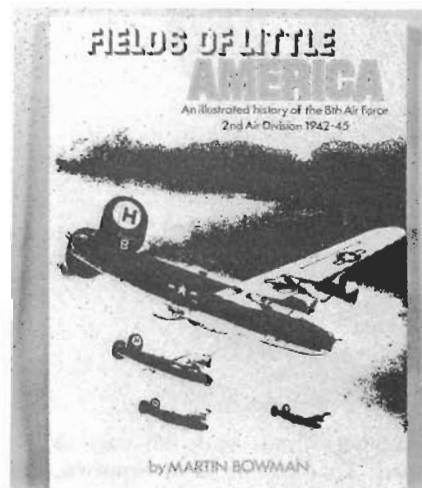


F4U Corsair at War is an in-depth look at the various models of this airplane. The author has compiled many stories from men who flew it in action as compared to the aircraft that it fought against. There is also statistical information given for the different models. Book makes for interesting reading as its strengths and weaknesses are documented in a unique fashion by the Ace pilots who were most familiar with the aircraft. An excellent book that can be suggested for the modeller

BILL DEAN BOOKS



North-West Frontier 1837-1947 and **The Greek and Persian Wars 500-323 BC** are the two latest additions to the Men-at-Arms series of books. Each book in this popular series follows the same basic format in mixing historical background information with uniform information. There are numerous color plates illustrating the uniforms worn during the respective periods of history. Each book is highly colorful and well written. \$5.95 retail.

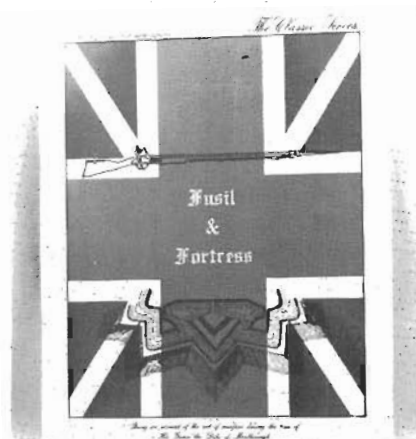


Fields of Little America is an in-depth look at the 8th Air Force, 2nd Air Division that was stationed in Britain during the WW II. Through the use of well written documentary information and many photographs you follow the action of this unit as it flew its missions from its base of operations known as Little America. You're shown the important part it played through the use of many stories by the men who flew the aircraft. An excellent book that can be highly recommended for the aircraft enthusiast. \$11.75 retail. Bill Dean Books, Dept. CM, 48 E. 50th St., N.Y., NY 10022.

or wargamer whose interest lies in this area. \$12.50 retail. Charles Scribners Publishers, Dept. CM, 597 5th Ave., N.Y., NY 10017.

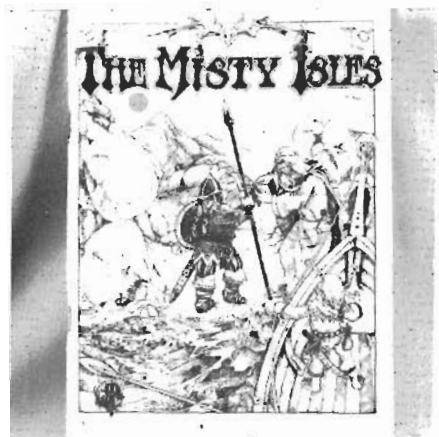


Mustangs and Messerschmitts is a set of miniature rules for the recreation of plane-to-plane combat between propeller aircraft. Highly detailed set of miniature rules with numerous examples illustrating the play of the game. Most of the aircraft statistic charts given are of aircraft from WWII. It is possible to recreate historical clashes between two rival aircraft or even two aircraft that never met in battle to see which one performed better. A fine set of rules that can be recommended for the aerial gamers. \$10.00 retail. McEwan Miniatures, Dept. CM, 840 W. 17th St., Salt Lake City, UT 84104. See ad page 78.



Fusil and Fortress is a set of highly detailed miniature rules for recreating warfare during the 18th century. They contain two levels of play and are divided into three major sections. You can play a Tactical game in which a battle is fought or a Strategic game in which sieges take place and players must worry about administration. The first part of the rules are devoted to the Tactical game, while the center section deals with the history, tactics and organization and the final section with the Strategic game. A thorough set of

rules on the warfare of the 18th century. Can be highly recommended for the miniature gamer whose interest is in this era. \$10.00 retail.



The Misty Isles is Dungeon Master kit #3 and consists of material related to a fantasy island chain and the events or characters surrounding it. There are pull out maps and charts included with the booklet. The ideas surrounding this booklet could pertain to any fantasy game with a little imagination. \$4.50 retail. Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi MS 39532. See ad page 78.



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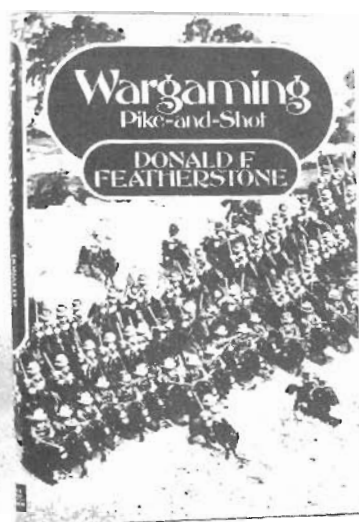


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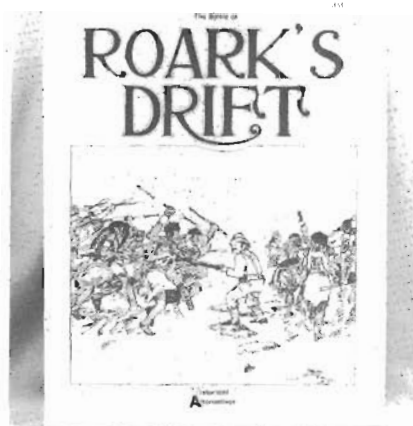
BOARDGAMING SHOWCASE

HIPPOCRENE BOOKS



Wargaming, Pike and Shot is a 160 page hard back book dealing with many of the major battles that were fought from the fifteenth to early seventeenth centuries. Fifteen different battles are covered. There are numerous suggestions by the author for the addition of new rules into your game to make it more historically accurate. There are many maps showing how the terrain and figures should be employed on the wargame table. An excellent book for the wargamers of this period. \$10.00 Hippocrene Books, Dept. CM, 171 Madison Ave., N.Y., NY 10016.

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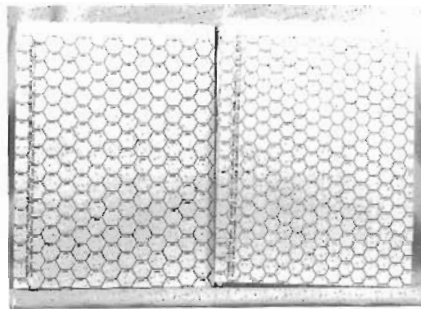


Roark's Drift is a boardgame that recreates this colonial battle between the British and Zulus in 1879. Fairly simple game that could be recommended for someone with limited gaming experience. Game is packaged in a box with rules, map and die cut counters. \$10.00 retail.

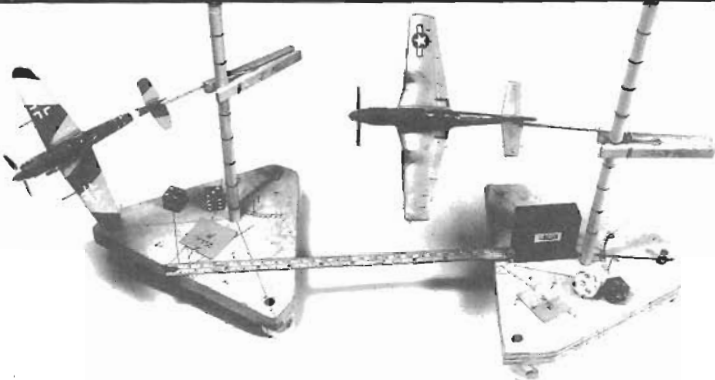


Mig Killers and **Mig Killers Expansion Kit** are boardgames that simulate the 36 year history of tactical

aerial combat between jet aircraft. Game is played on a map, with player referencing to special charts for the various aircraft performance statistics. The game of Mig Killers is needed to use the Expansion Kit. A highly detailed game with the performance charts being as accurate as possible. Game that can be recommended to the intermediate level boardgamer. Mig Killers is a \$8.00 retail and the Expansion kit is a \$2.00 retail.



Blank Maps of different hex sizes are available. These are fine aids for the would be boardgame designer. They can be sold singularly for \$1.00 retail or in a set of 6 for \$5.00 retail. Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. See ad page 78.

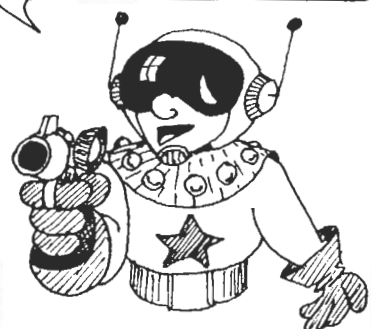


MUSTANGS and MESSERSCHMITTS

Rules for three dimensional air combat in the period 1939-1948. Designed to be played with readily available 1/72nd scale model aircraft, **MUSTANGS and MESSERSCHMITTS** is a historically accurate and highly playable adult game. Each of the 137 combat aircraft included in the Aircraft Performance Charts has its own stats which reflect, as closely as possible, the real aircraft's armament and flight characteristics. Complete ground attack rules are also included, discussing such subjects as flak guns, dive bombers, torpedo attack, strafing and low level bombing. The game can be a role playing game with player characters progressing from green pilots to combat wise aces. Complete instructions for building your own flying stands from commonly available materials are also enclosed with the rules.

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